



November 24, 2009

Proposal To:

Shelby County Sheriff's Office  
201 Poplar Ave., Suite 7-18  
Memphis, TN 38103

Office: 901-545-5188  
Cell: 901-508-1949  
Fax: 901-545-4889

Attn: Wink Downen

Subject: Proposal for SkyCop License Plate System and SkyCop Mobile Surveillance Trailer. All pricing is per our GSA Contract GS-07F-0185U

**Scope of Work:**

ESI will provide and install if requested a SkyCop License Plate Recognition System with optional equipment as listed below. The system will include all hardware and software for a complete and functional system. ESI will provide a SkyCop Mobile Surveillance Trailer as specified below.

<u>Qty</u>	<u>Part Number</u>	<u>Description</u>	<u>GSA Price Each</u>	<u>Total GSA Price</u>
4	SC-PTLPR-03	SkyCop Pan & Tilt System with AutoVu LPR	\$ 18,400.00	\$ 73,600.00
4	SC-COLCAM-06	SkyCop Color Camera for Pan & Tilt System	\$ 480.00	\$ 1,920.00
4	SC-FLIR-CAM	SkyCop FLIR Thermal Camera for Pan & Tilt System	\$ 3,200.00	\$ 12,800.00
4	SC-INSTALLATION-COM	Complete Installation of Pan & Tilt with Cameras / LPR	\$ 1,440.00	\$ 4,760.00
1	SC-MTBG-2C-R-LPR	SkyCop "Cadet" Trailer / Battery & Generator Power / 18 FT Hydraulic Tower / SC-2PTZ Camera / H.264 2-Channel Digital Recorder / Mesh 802.11 / GSM Cellular Broadband Router / Radar / LPR	\$ 54,400.00	\$ 54,400.00
<b>Total GSA Price</b>				<b>\$147,480.00</b>

Note: Please see attached cut sheets and GSA price sheet for current pricing and specifications for listed equipment and other SkyCop equipment. If you have any questions please do not hesitate to contact me on my cell phone (901) 412-4043.

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This system includes a one-year warranty on ESI supplied equipment upon completion of installation.

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**Clarifications** – All equipment furnished under this proposal, regardless of configuration, is 100% compatible with the Memphis Police Department (Real Time Crime Center)

Any alteration or deviation from above specifications involving extra cost will be executed only upon written orders and will become an extra charge over and above this estimate. All agreements herein are contingent upon strikes, accidents, or delay beyond our control.

**Special Conditions:**

NOTE: This proposal may be withdrawn by us if not accepted within 90 days.

**ACCEPTANCE OF PROPOSAL**

ACCEPTED BY:

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SIGNATURE:

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TITLE:

\_\_\_\_\_

DATE:

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P.O. #

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PROPOSED BY:

John F. Osteen

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SIGNATURE:

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TITLE:

Vice President Sales

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DATE:

November 24, 2009

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